UNITED STATES MINERAL PRODUCTS COMPANY

General Office and Plant
STANHOPE, NEW JERSEY 07874

Tel. 347-1200 Area Code 201
Cable: CAFCOINSUL, New York

November 9, 1967

PLAINTIFF'S EXHIBIT PX-476

Mr. Louis DiBono
Mario & DiBono Plastering Company, Inc.
370 Northern Blvd.
Great Neck, L.I., New York

Subject: World Trade Center - Further testing of CAFCO Fireproofing during cold and adverse weather conditions.

Dear Lou:

After receiving the Cupples letter on the above captioned matter, I discussed it with our Research Department, our field people, and our management, and the general concensus is that we, CAFCO, have 50 to 60 percent of the answers to the series of tests proposed. We have some very well founded thoughts on the remainder of the questions, for which we do not have outside laboratory tests. As you know, we have run many tests in our own labs that are not published for competitive reasons.

For example, yes we can spray Type D when the temperature is below freezing, but there are many variables to contend with, and costs to be added. It is not simply adding some alcohol or anti-freeze to the water. There has to be a metering system, storage of this type of material (in accordance with applicable codes), cost of the material and labor, alcohol evaporates much faster than water from the fiber, etc., etc., etc. Needless to say, many things are possible, if someone wants to pay the price.

Which brings me to the next point. Who will pay for the proposed series of tests? Our Research Department suggests that if someone requires the tests and will pay for them, it would be much less expensive to run them outdoors here at Stanhope in approximately six weeks time when nature will provide the conditions required. In this way, we could most closely duplicate actual job conditions. The steel, spraying machines, hoses, nozzles, fiber, everything will be outside, as on the actual job, including the sprayer and the conditions he will face such as, wind, snow and ice. Remember, we have to make provisions for the sprayer too. Did you ever see a man with ice all over his beard, eyebrows and clothes? It is not conducive to high production.

We feel the above method (testing outdoors) could be done for around $2,000. To do it indoors, with a cold room, would be prohibitive in cost and many conditions, such as snow and wind, could not be duplicated.

In summary, I suggest a preliminary meeting in New York, with Jim Davis, Frank Stumpf, Tony Faranda, yourself and me, as a workable group, in attendance to review many aspects of the job. So much more could be accomplished this way, rather than letter writing and isolated phone calls.

Very truly yours,

UNITED STATES MINERAL PRODUCTS COMPANY

Harry S. Gropp
Sales Manager
Architectural Specialty Products

HSG/aq

cc: Mr. Anthony Faranda, V.P.
Alcoa (4th.floor)
866 United Nations Plaza
New York, New York

cc: Mr. James Davis, Chief Engr.
Cupples Corp.
Hanley Road
St. Louis, Mo.